



DEAL KILLER REPORT · LAST 12 MONTHS · THROUGH OCTOBER 3, 2026

Winnabow

Resale homes (new construction and land left out)

When a deal dies in Winnabow, it costs the seller about \$24,200

17 of about 110 contracts for resale homes in Winnabow fell apart over the last 12 months — about 1 in 6. The ones that sold later took 32 more days and sold for 6.4 points less of their first asking price than homes that closed on the first contract. And 42% of the homes whose deal died never sold at all.

16%

of contracts fell apart
17 of about 110

32

extra days on the market
70 days vs. 38 on the first contract

\$24,200

estimated cost of a dead deal
with a mortgage

42%

never sold at all
of the homes whose deal died

6.4

lower price (points of first ask)
90.0% vs. 96.4% of first asking

\$22,500

if the home is paid off

What a dead deal costs, line by line

A typical \$335,000 home	Per day	32 days
Mortgage interest	\$53.45	\$1,710
Property taxes	\$5.38	\$172
Insurance	\$8.22	\$263
HOA dues	\$1.81	\$58
Upkeep	\$9.18	\$294
Utilities	\$8.22	\$263
Holding costs	\$86.26	\$2,760
Lower sale price (the scar)		\$21,400
Estimated total		\$24,200

Most resale deals die over the home inspection, the appraisal or the buyer's loan.

A pre-market inspection finds the big items before a buyer does. Fix them or disclose them up front, and a buyer has no surprise to renegotiate over or walk away from. It's part of the Buddy Blake Team's home selling system.

An estimate, not a quote: 20% down at 7.28% (Freddie Mac 30-year average, 2026-10-01), interest only; median property tax bill on these homes (MLS); insurance \$250/month, upkeep 1% of value a year, utilities \$250/month, HOA = median dues.



By age of the home

	Contracts	Fell apart	Extra days	Price scar	Est. cost
Under 10 yrs	47	15%	—	—	—
10–19 yrs	28	4%	—	—	—
20–29 yrs	24	13%	—	—	—

Crawl space vs. no crawl space

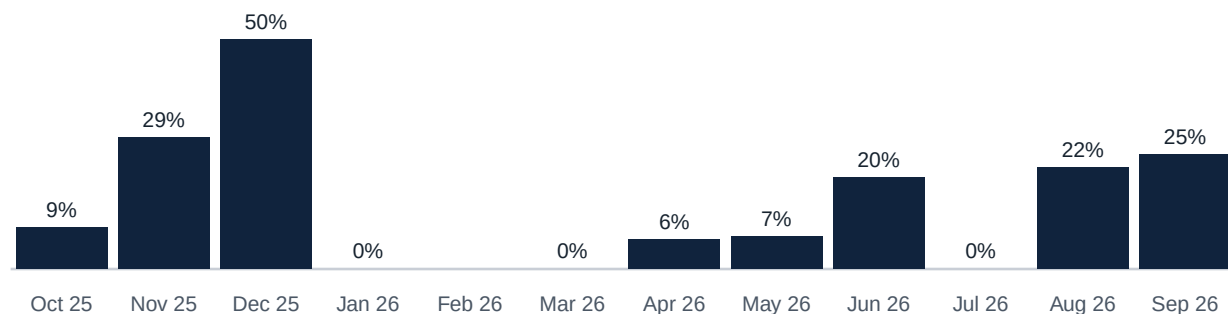
	Contracts	Fell apart	Extra days	Price scar	Est. cost
Crawl space	21	24%	—	—	—
No crawl space	84	12%	—	—	—

By first asking price

	Contracts	Fell apart	Extra days	Price scar	Est. cost
Under \$300K	26	19%	—	—	—
\$300–400K	49	8%	—	—	—
\$400–500K	18	17%	—	—	—
\$500–750K	14	29%	—	—	—

Month by month

Share of contracts that fell apart, by month



Neighborhoods and ZIP codes in Winnabow

	Contracts	Fell apart	Extra days	Price scar	Est. cost
ZIP 28479	149	15%	45	2.4 pts	\$12,200
Mallory Creek Plantation	59	3%	—	—	—



Homes behind the numbers

Recent deals in this report that fell apart, with what happened next. Dates are when the contract fell apart.

Address	Town	Now	Fell apart
1166 King Eider Way	Winnabow	Back on the market	Oct 1, 2026
5600 Ocean Highway E	Winnabow	Back on the market	Sep 29, 2026
375 George Li Highway SE	Winnabow	Back on the market	Aug 17, 2026
1234 Birkdale Drive	Winnabow	Back on the market	Jun 20, 2026
1426 Cherrytree Road NE	Winnabow	Under contract again	Sep 4, 2026
122 Kellerton Court	Winnabow	Sold	Jun 19, 2026
5225 National Garden Trail	Winnabow	Sold	May 8, 2026
5689 Maple Street NE	Winnabow	Sold	Apr 21, 2026
5316 Meagan Lane NE	Winnabow	Sold	Feb 27, 2026
6700 D L Lewis SE	Winnabow	Sold	Dec 11, 2025
1398 Old Mill Creek Road SE	Winnabow	Sold	Dec 1, 2025
5225 National Garden Trail	Winnabow	Sold	Nov 1, 2025

How these numbers are counted

Resale homes only — new construction and land are left out. A deal "fell apart" when a home went under contract and then came back on the market, or was canceled, withdrawn or expired after a contract was written, however long the contract lasted. Each one is followed to what happened next. Extra days and the price scar compare homes that sold after a deal fell apart with homes that sold on their first contract in the same area and slice. The MLS doesn't record why a contract ended. Source: Hive MLS data compiled by the Buddy Blake Team. Information deemed reliable but not guaranteed.

Want the numbers for your home? Call or text Buddy at (910) 395-1000.